



Directory of International Trade Resources

Information to Export at Your Fingertips

Sponsored by the Southwest King County Economic Development Initiative
A partnership that includes:

U.S. Economic Development Administration
City of Burien
City of Des Moines
City of SeaTac
City of Tukwila
Highline Community College
King County
Port of Seattle
Trade Development Alliance of Greater Seattle

Affiliates:
City of Federal Way
City of Kent
Southwest King County Chamber of Commerce



Exporting Information Starts Here!

The Puget Sound region is the most internationally trade dependent region in the United States with companies large, medium and small selling their goods and services to international markets. Perhaps because of this, numerous international organizations and institutions with expertise in international trade call the region home. From consulates to educational institutions, from government to nonprofit organizations, expertise and advice is just a phone call or email away.

In the following pages you will find contact information and descriptions of these organizations. As you enter the world of exports, you will also tap into many private companies' expertise. Whether it is shipping or legal advice, there are numerous export support service companies located in the Puget Sound region. Below is a list of some of these types of companies. Some of the organizations listed in this directory can help you locate a specific support service company. So dive in and start finding the information you need!

Types of companies you may need in exporting

- √ Banks
- √ Financial Services
- √ Legal Assistance
- √ Export Related Insurance
- √ International Trade Consultants
- √ Export Management and Export Trading Companies
- √ Freight Forwarders and Custom Brokers
- √ Export Packers and Transportation Carriers
- √ Translation Services

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U.S. Government Agencies -- Local Offices

Many U.S. government departments maintain local offices in the Puget Sound area. These offices help businesses with export market research and finding distributors as well as with details such as obtaining a passport. The federal government also has a web site--www.export.gov--which is a portal reaching all federal agencies dealing in international trade.

U.S. Export Assistance Center

2601 4th Ave. Suite 320
Seattle, WA 98121
Ph. 206-553-5615 Fax 206-553-7253
www.export.gov/comm_svc
Mr. David Spann, Director

U.S. Small Business Administration

Seattle District Office
1200 Sixth Avenue, #1700
Seattle, WA 98101-1288
Ph. 206-553-7310 Fax 206-553-7099
www.sba.gov/wa/seattle
Robert P. Meredith, District Director
www.seattlescore.org--*A partner of SBA, SCORE is the service core of retired executives who assist businesses.*

U.S. Customs Office

2202 Port of Tacoma Road
Tacoma, WA 98421
Ph. 253-593-6336 Fax 253-593-6351
www.customs.ustreas.gov/

U.S. Customs Service, Director of Inspection and Control

1000 Second Ave., #2100
Seattle, WA 98104
Ph. 206-553-0770 Fax 206-553-2940

U.S. Department of State Passport Agency

915 Second Street, Room 992
Seattle, WA 98104
Ph. 206-220-7788
http://travel.state.gov/ppt_se.html

U.S. Government Agencies -- Washington, D.C. Based

You can find loads of useful information at U.S. government agencies, including at the federal government export portal, www.export.gov. Many of these agencies have a variety of web site sections, which are helpful to exporters. We list some of them below each agency.

U.S. Department of Commerce

14th Street & Constitution Avenue NW
Washington, D.C. 20230 www.commerce.gov
www.buyusa.com--*e-marketplace*
www.export.gov/comm_svc--*expertise and articles on international markets*
www.ita.doc.gov/td/td_home/tdhome.html--*industry sector analysis*
<http://www.export.gov/exportamerica>--*international economic information*

U.S. Department of State

2201 C Street NW
Washington, D.C. 20520 www.state.gov
www.state.gov/e/eb/tpp--*trade policy information*

U.S. Department of Treasury

1500 Pennsylvania Avenue NW
Washington, D.C. 20220 www.ustreas.gov

U.S. Department of Agriculture

12th Street & Jefferson Drive SW
Washington, D.C. 20520 www.usda.gov

Office of the U.S. Trade Representative

600 - 17th Street NW
Washington, D.C. 20506 www.ustr.gov

U.S. Small Business Administration

409 3rd Street SW
Washington, D.C. 20416 www.sba.gov

U.S. Agency for International Development

State Department Building
2201 C Street NW
Washington, D.C. 20523 www.usaid.gov

Export-Import Bank of the U.S.
811 Vermont Avenue NW
Washington, D.C. 20571 www.exim.gov

U.S. Trade and Development Agency
1000 Wilson Blvd., Suite 1600
Arlington, VA 22209
Washington, D.C. 20523 www.tda.gov

Washington State Government Agencies

Washington state government also provides assistance to companies wishing to export, including help finding information on financing.

Export Finance Assistance Center of Washington (EFACW)
C/O U.S. Export Assistance Center
2601 Sixth Avenue, #320
Seattle, WA 98121
Ph. 206-553-5615 Fax 206-464-7230
Warren Gross, Managing Director & President

Washington State Department of Community, Trade & Economic Development; International Trade Division
2001 Sixth Avenue, #2600
Seattle, WA 98121
Ph. 206-256-6100 Fax 206-464-7222
www.exportwashington.com
Larry Williams, Assistant Director

Economic Development Organizations and Chambers

Chambers, economic development councils and world trade centers provide networking opportunities, statistical information and educational programs helpful to exporting.

Economic Development Council of Seattle/King County
1301 5th Ave, Ste 2500
Seattle WA 98101
Ph. 206-389-8651 Fax 206- 389-8651
www.edc-sea.org

www.seattlechamber.com
Southwest King County Chamber of Commerce
16400 Southcenter Parkway #210
Tukwila, WA 98188
Ph. 206-575-1633 Fax 206-575-2007
www.swkcc.org

Greater Seattle Chamber of Commerce
1301 Fifth Avenue, Suite 2500
Seattle, WA 98101
Ph 206-389-7200 Fax 206-389-7288

World Trade Center Seattle
2200 Alaskan Way, Ste 410
Seattle, WA 98121
Ph. 206-441-5144 Fax 206-374-0410
www.wtcseattle.com

World Trade Center Tacoma
950 Pacific Avenue, Ste 310
Tacoma, WA 98402
Ph. 253-396-1022 Fax 253-396-1033
www.wtcta.org

Industry Associations

Associations often organize international programs or subcommittees that specialize in international markets.

WSA (Formerly Washington Software Alliance)

2200 Alaskan Way, Suite 390
Seattle, WA 98121
Ph. 206-448-3033 Fax 206-448-0103
www.wsa.org

Technology Alliance

1301 5th Ave, Ste 2500
Seattle, WA 98101 USA
Ph. 206-389-7261 Fax 206-903-3423
www.technology-alliance.com

Washington Biotechnology & Biomedical Association (WBBA)

200 First Avenue West, Suite 200
Seattle, WA 98119
Ph. 206-624-1967 Fax 206-628-0899
www.wabio.com

American Electronics Association - Washington Council

8575 154th Ave NE
Redmond, WA 98052-3557
Ph. 425-497-1707 Fax 425-497-1709
www.aeanet.org

Foreign Government Consulates and Trade Offices

Consulates can help you obtain visas, provide information on their country and offer other assistance.

Consulate of Norway

806 Joseph Vance Building, 1402 Third Ave.
Seattle, WA 98101-2118
Ph. 206-623-3957 Fax 206-622-9552
www.norway.org/embassy
Thomas Stang

Consulate General of Uzbekistan

800 Fifth Avenue, Suite 4000
Seattle, WA 98104
Ph. 206-625-1199 Fax 206-292-9736
www.uzbekconsul.org/
Gary Furlong

Consulate General of Canada

412 Plaza 600 Bldg, 6th Ave & Stewart St
Seattle, WA 98101-1286
Ph. 206-770-4060 Fax 206-443-9735
www.seattle.gc.ca
Brian Parrott

Consulate General of the Russian Federation

2323 Westin Building, 2001 6th Ave, Ste 2323
Seattle, WA 98121-2522
Ph. 206-728-1910 Fax 206-728-1871
www.russianembassy.biz/usa-seattle.htm
Dmitry Cherkashin

Consulate General of the Republic of Korea

1125 United Airlines Building, 2033 6th Ave
Seattle, WA 98121-2526
Ph. 206-441-1014 Fax 206-441-7912
www.mofat.go.kr/mission/emb/embassy_en.mof?si_dcode=US-SE
Jae-gouk Kim

Consulate of New Zealand

10649 North Beach Road
Bow, WA 98232
Ph. 360-766-6791 Fax 360-766-6791
www.nzembassy.com
Della Newman

Consulate of Mexico

2132 3rd Ave
Seattle, WA 98121-2306
Ph 206-448-3526 Fax 206-448-4771
www.sre.gob.mx/seattle
Jorge Madrazo

Consulate General of Japan

601 Union St, Ste 500
Seattle, WA 98101-2327
Ph. 206-682-9107 Fax 206-624-9097
www.cgjapansea.org
Tadahiro Abe

Consulate of Belgium

2200 Alaskan Way, Ste 470
Seattle, WA 98121
Ph. 206-728-5145 Fax 206-728-9399
H. Ronald Masnik

Consulate of Austria

PO Box 1027, 416-A East Morris Street
LaConner, WA 98257
Ph. 360-466-1100 Fax 360-466-1101
Elizabeth Chapman

Consulate of Estonia

8 Lindley Road
Mercer Island, WA 98040
Ph. 206-467-1444 Fax 206-275-0146
Mart Kask

Consulate of France

World Trade Center, 2200 Alaskan Way, Ste. 490
Seattle, WA 98121-1684
Ph. 206-443-4703 Fax 206-448-4218
Jack Cowan

Consulate of Iceland

5610 20th Ave NW
Seattle, WA 98107-5216
Ph. 206-783-4100 Fax 206-784-8916
Jon Marvin Jonsson

Consulate of Luxembourg

725 1st Street South, Apt. 202
Kirkland, WA 98033-6556
Ph. 425-822-4607
Fred Cerf

Consulate of The Netherlands

4609 140th Avenue NE
Bellevue, WA 98005
Ph. 425-861-4437 Fax 425-861-4437
Stephen Sieberson

Consulate of Peru

3717 NE 157th Street, Suite 100
Seattle, WA 98155-6647
Ph. 206-714-9037 Fax 206-365-5378
Miguel Velasquez

Consulate of Sweden

1215 4th Ave, Ste 1019
Seattle, WA 98161-1001
Ph. 206-622-5640 Fax 206-622-1756
Jahn Hedberg

Consulate of the Republic of Chile

700 Sleater-Kinney Road SE, Ste B261
Lacey, WA 98503
Ph. 360-866-6000 Fax 360-866-6794
Jorge Gilbert

Consulate of Spain

4709 139th Avenue SE
Bellevue, WA 98006
Ph. 425-237-9373 Fax 425-228-6239
Luis Esteban

Consulate of Uruguay

1420 5th Ave, Ste 4100
Seattle, WA 98101
Ph. 206-223-7000 Fax 206-223-7107
Paul Hartley

Consulate of Jamaica

8223 South 222 Street
Kent, WA 98032
Ph. 253-872-8950 Fax 253-872-8953
Enid Dwyer

Consulate of Finland

17102 NE 37th Place
Bellevue, WA 98008
Ph. 425-451-3983 Fax 425-671-0706
www.finlandsea.org
Matti Suokko

Honorary Consul of Hungary

PO Box 578
Kirkland, WA 98083
Ph. 425-739-0631 Fax 425-739-6931
Helen Szablya

Consulate of Australia

401 Andover Park East
Seattle, WA 98188-7605
Ph. 206-575-7446 Fax 206-708-2526
Len Reid

Honorary Consul of the Republic of Croatia

7547 S. Laurel Street
Seattle, WA 98178
Ph. 206-772-2968 Fax 206-772-3487
Frank Brozovich

Consulate of the Republic of Malta

P.O. Box 1104
Duvall, WA 98019
Ph. 425-788-3120 Fax 425-696-9374
William Weiss

Honorary Consulate of Cambodia

1818 Westlake Ave N. Suite 315
Seattle, WA 98109
Ph. 206- 217-0830 Fax 206-361-7888
Daravuth Huoth

Consulate General of Turkey

12328 NE 97th St
Kirkland, WA 98033
Ph. 425-739-6722 Fax 425-828-0571
John Gokcen

Consulate of Bolivia

Park Ridge Building #100, 15215 52nd Avenue
South
Seattle, WA 98188-2354
Ph. 206-244-6696 Fax 206-243-3795
Ricardo Antezana

Consulate of Cyprus

5555 Lakeview, Suite 200
Seattle, WA 98033
Ph. 425-827-1700 Fax 425-889-0308
Vassos Demetriou

Consulate of Denmark

6204 E. Mercer Way
Mercer Island, WA 98040
Ph. 206-230-0888 Fax 206-230-0888
Erik Laursen

Consulate of Germany - Seattle

1750 112th Avenue NE, Suite B 217
Bellevue, WA 98004
Ph. 425-638-0347 Fax 425-638-0349
Christian Seifert

Consulate of Lithuania

5919 Wilson Avenue South
Seattle, WA 98118
Ph. 206-725-4576
Vytautas Lapatinskas

Italian Trade Commission

1420 Fifth Avenue, Ste 2670
Seattle, WA 98101
Ph. 206-398-0530 Fax 206-398-0532
Dr. Pasquale Bova, Trade Commissioner

Port Authorities and Free Trade Zones

In addition to packing and shipping, port authorities provide information on exporting and importing.

Port of Everett

PO Box 538
Everett, WA 98206-0538
Ph. 425-259-3164 Fax 425-252-7366
John Mohr, Executive Director
www.portofeverett.com

Port of Seattle

PO Box 1209
Seattle, WA 98111-1209
Ph. 206-728-3000
www.portofseattle.org

Port of Tacoma

PO Box 1837
Tacoma, WA 98401-1837
Ph. 253-383-5841 Fax 253-593-4534
www.portoftacoma.com

Seattle Foreign Trade Zone 5

P.O. Box 1209
Seattle, WA 98111
Ph. 206-728-3628

Tacoma Foreign Trade Zone 86

P.O. Box 1837
Tacoma, WA 98401-1837
Ph. 253-383-5841

Everett Foreign Trade Zone 85

C/O Port of Tacoma
P.O. Box 1837
Everett, WA 98401
Ph. 425-383-5841

Country/Region Specific Organizations

Puget Sound is home to numerous organizations specializing in specific international markets.

Kobe Trade Information Office

1001 4th Ave, Ste 2328
Seattle, WA 98154-1101
Ph. 206-622-7640 Fax 206-682-6227
www.kobecitytradeinfo.org
Takeshi Yamamoto, Director

National Center for APEC

2200 Alaskan Way, Ste 420
Seattle, WA 98121-1684
Ph. 206-441-9022 Fax 206-441-1006
www.ncapec.org
Monica Whaley, Executive Director

Japan-America Society of the State of Washington

2200 Alaskan Way, Ste 400
Seattle, WA 98121-1684
Ph. 206-374-0180 Fax 206-374-0175
www.us-japan.org/jassw/
Jeff Demetrescu, President

French-American Chamber of Commerce

2200 Alaskan Way, Ste 490
Seattle, WA 98121-1679
Ph. 206-443-4703 Fax 206-448-4218
www.faccpnw.org
Jack Cowan, Executive Director

Washington State China Relations Council

2200 Alaskan Way, Ste 440
Seattle, WA 98121-1684
Ph. 206-441-4419 Fax 206-443-3828
www.wsarc.org
Joseph Borich, Executive Director

British-American Chamber of Commerce

PO Box 1080
Mercer Island, WA 98040
Ph. 206-236-2116 Fax 206-236-2117
www.babc.org/seattle
Christine Fauske, President & CEO

Foundation for Russian American Economic Cooperation

1932 1st Ave, Ste 803
Seattle, WA 98101-1040
Ph. 206-443-1935 Fax 443-0954
www.fraec.org/
Carol Vipperman, President

American-Korean Trade Club

677 Strander Blvd, Ste E
Tukwila, WA 98188-2933
Ph. 206-575-3161 Fax 206-575-4325
Bill Hanh, President

Australia-New Zealand American Society

18525 NW Village Park Drive
Issaquah, WA 98027
Ph. 425-865-0375 Fax 425-373-0361
www.anzas.com/
Pat Reid, Executive Director

German American Chamber of Commerce

2200 Alaskan Way, Ste 480
Seattle, WA 98121-1628
Ph. 206-374-0244 Fax 206-381-8437
Eckhard Schipull, Treasurer

Educational Organizations

Many of our numerous educational institutions have international programs or information helpful to exporters.

North Seattle Community College, Int'l Trade Institute

9600 College Way N
Seattle, WA 98103-3514
Ph. 206-985-3981 Fax 206-527-3735
Mark Wen, Director, International Programs

American Cultural Exchange

200 W Mercer St, Ste 504
Seattle, WA 98119-3958
Ph. 206-217-9644 Fax 206-217-9643

University of Washington, Jackson School of International Studies

Box 353650
Seattle, WA 98195-3650
Ph. 206-543-4370 Fax 206-685-0668
Linda Salomon, Director, Outreach and Program Development, Japan Studies

Highline Community College

2400 S 240th Street
PO Box 98000
Des Moines, WA 98198
Ph 206-878-3710, x3491
www.highline.edu
Kathy Dunn

International Trade and Policy Organizations

These organizations hold seminars, produce informational materials and work on a variety of international trade issues of interest to exporters.

Trade Development Alliance of Greater Seattle

1301 Fifth Avenue, Suite 2500
Seattle, WA 98101
Ph. 206-389-7301 Fax 206-624-5689
www.seattletradealliance.com
William B. Stafford, President

World Affairs Council

2200 Alaskan Way, Suite 450
Seattle, WA 98101-2229
Ph. 206-441-5910 Fax 206-441-5908
www.world-affairs.org
Ian Moncaster, Executive Director

Washington Council on International Trade

2200 Alaskan Way, Ste 430
Seattle, WA 98121-1684
Ph. 206-443-3826 Fax 206-443-3828
www.wcit.org
Bill Center, President

Useful Web Site Information

You probably noticed that we list the web sites for most of these organizations. These web sites contain an enormous amount of useful information. For example, the U.S. Department of Commerce web site includes information on international markets to help you get started on your market research. The Trade Development Alliance of Greater Seattle--which markets the region and its assets to international markets--has a web site with content geared towards our local exporters. Here are a few pertinent sections of the web site. You can visit the whole site at www.seattletradealliance.com

International Business Resources

http://www.cityofseattle.net/tda/trade_info/intl_resources.htm

From China to Germany, Angola to Venezuela, this directory contains useful international web sites all over the world.

International Newspapers & Publications

http://www.cityofseattle.net/tda/ipc/intl_news.htm

Reading a newspaper in a country is a great way to get to know the market. This directory links to more than 100 newspapers and publications around the world.

Tools of the Trade

http://www.cityofseattle.net/tda/tools_trade.htm

An online listing of international organizations in Washington State.

Sister Cities

http://www.cityofseattle.net/tda/trade_info/sister_city.htm

The Puget Sound region has dozens of sister city ties around the world. The local sister city organizations are a great way to begin networking in a market.

15 Languages For Your Customers

http://www.cityofseattle.net/tda/gs_13.htm

Information on the Greater Seattle region in 15 languages which you can print off and give your customers to help them feel at home as you develop a business relationship.

